

Message Text

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P 031900Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY JIDDA PRIORITY

UNCLAS STATE 189300

FOLLOWING REPEAT STATE 189300 SENT ABU DHABI CAIRO KUWAIT
TEHRAN INFO AMMAN BEIRUT DAMASCUS MANAMA DOHA MUSCAT KHARTOUM
ALGIERS TUNIS RABAT DATED AUG 11.

QUOTE

UNCLAS STATE 189300

E.O. 11652 NA

TAGS: BEXP, XF

SUBJECT: IOWA STATE IOGA TRADE MISSION

REF; STATE A-494

1. IN ACCORDANCE WITH RECOMMENDATIONS MADE IN RESPONSE
TO REF AIRGRAM THE STATE OF IOWA NOW DESIRES TO CONDUCT
A VERTICAL TRADE MISSION IN THE FIELD OF CONSTRUCTION
EQUIPMENT AND RELATED PRODUCTS TO KUWAIT, TEHRAN AND
JIDDA FROM NOVEMBER 1 THRU NOVEMBER 12.

2. THE MISSION WILL INCLUDE TWELVE IOWA BUSINESSMEN
ACCOMPANIED BY DEAN ARBUCKLE, DIRECTOR, FOREIGN TRADE
DIVISION, IOWA DEVELOPMENT COMMISSION. THE FOLLOWING
IS A LISTING OF TEN OF THE BUSINESS MEMBERS, THE FINAL
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TWO MEMBERS WILL BE IDENTIFIED BY CABLE ASAP. JOHN

HAMILTON, INTERNATIONAL SALES MGR., HYDROTILE ;ACHINERY CO. (CONCRETE PIPE MACHINES); FRANK LADUE, PRES., CONCRETE PIPE MACHINERY CO. (PIPE MACHINES AND COATING AND REINFORCING MACHINES); JERRY A. WOODKE, PRES., WOODLE ENTERPRISES, INC. (CONSTRUCTION EQUIPMENT TRUCKS); GRANT J. WILSEY, DIRECTOR, INTERNATIONAL, VIKING PUMP DIVISION, HOUDAILLE INDUSTRIES (FERROUS AND NON-FERROUS CASTINGS, ROTARY PUMPS); G. L. GODBERSON, GOMACO CORP. CCONCRETE SPREADING AND PAVING MACHINES, CONCRETE CONVEYORS AND CYLINDER FINISHING MACHINES, CURB, GUTTER AND

SIDEWALK MACHINES); FRANCIS L. ZROSTLIK, IOWA MOLD TOOLING CO. (ELECTRIC HYDRAULIC CRANES, GIANT TIRE CHANGERS); D. H. HOWIG, PRES., MIRACLE REACTION (STADIUMS, GRAIN BINS, SILOS, PARK EQUIPMENT); EUGENE FAULSTICH, PRES., VAN LADDER, INC. (AERIAL LADDERS, SELF-PROPELLED MANLIFT); GAYLEN HOFFER, PRES., CORWILL INTERNATIONAL AND WELTY WAY PRODUCTS INC. (SHEET METAL MACHINERY); AND ROBERT

LYON, EXPORT MGR., OELWEIN CHEMICAL CO. (INDUS. CHEMICALS).

3. THE MISSION ITINERARY IS AS FOLLOWS:

FRI OCT 31 AR. KUWAIT 7:45 P.MGMV TUES NOV 4 LV. KUWAIT 7:00 A.M. KU 900, AR TEHRAN 8:50 A.M.; SAT NOV 8 LV TEHRAN 9:45 A.M. KU 90L, R KUWAIT 11:35 A.M., LV KUWAIT 2:30 P.M. SV 939, AR JIDDA 6:50 P.M.; THIR NOV L3 LV JIDDA 12:35 PMGMN R CAIRO 1:45 P.M.; SUN NOV 16, LV

C

IRO FOR U.S.

THE MISSION OFFICILY TERMINATES IN JIDDA ON NOV 12.

UPON COMPLETION OF THE MISSION IN JIDDA THE MISSION MEMBERS DESIRE TO GO TO CAIRO ON NOV 13, HAVE A DAY OF REST ON NOV 14 AND, HAVE LIMITED BUSINESS APPOINTMENTS ON NOV 15.

4. IT IS PLANNED THAT THE ADVANCE WORK WILL BEGIN ON OR AB8B-5BW-

ABOUT SEPT 4 AND FOLLOW THE SAME ITINERARY AS ABOVE.

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INFORMATION ON THE COMPOSITION OF THE ADVANCE TEAM WILL FOLLOW SOONEST. THE IOWA DEVELOPMENT COMMISSION IS WORKING CLOSELY WITH MR ARMINAK YOUKHANA OF CHICAGO, WHO REPRESENTS THE KUWAITI AIRLINES IN THE MID-WEST. THAT AGENCY WILL HANDLE THE TRADE MISSION AIR TRANSPORTATION, HOTEL ARRANGEMENTS AND ASSIST WHEN NEEDED WITH ARRANGING BUSINESS APPOINTMENTS.

5. MISSION MEMBER CATALOGS AND PRODUCT INFORMATION
WILL BE AIRPOUCHED BEGINNING WEEK OF AUG 18.

6. FOR ABU DHABI: SHOULD ADVANCE TEAM FIND LIMITED
MARKET OPPORTUNITIES IN JI-DA, POSSIBLE ADVANCE TEAM
MAY PROCEED TO ABU DHABI AS CONSIDERATION REPLACEMENT
FOR JIDDA ON MISSION ITINERARY. IF THIS OCCURS, ADVANCE
TEAM WILL CAXL ABU DHABI DETAILS OF ITS TRAVEL PRIOR TO
ARRIVAL.

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